

# AEROSPACE & DEFENSE

## The Santa Clarita Advantage



The Santa Clarita Valley is Southern California's premier destination for the Aerospace and Defense Industry. A prime location, strong political support, a highly educated workforce and state-of-the-art industrial spaces are a few of the many reasons why private and public sector aerospace products and parts are manufactured in the SCV.

### Pro-Business Environment

- No Gross Receipts Tax
  - No Business License Fee
  - No Utility User Tax\*
  - No Payroll Tax\*
  - No Parking Tax
  - Employment Tax Credit\*
  - Foreign Trade Zone
  - Close proximity to the Port of L.A. and two airports
- \* Available in select areas

### Location and Market Access

The SCV is ideally located near Palmdale, Edwards Air Force Base, Antelope Valley, and centers of military air research. According to ATKearney, California is a global Aerospace leader, holding 9% (\$61.6 Billion) of the combined global Space and Aircraft market.

### Tailored Training Programs

The College of the Canyons Employee Training Institute (ETI) and Center for Applied Competitive Technologies (CACT) provide training in technical skills and business topics such as Print Reading, Lean Manufacturing, Six Sigma, Management, Geometric Dimensioning & Tolerancing (GD&T), CNC Machining, Mastercam, CATIA and more.

### Master-Planned Development

The SCV is home to the largest collection of master-planned business parks and residential communities in Los Angeles County. Currently there is nearly 30 Million Sq. Ft. of industrial and commercial property in use and additional state-of-the-art property under construction.

### Technical Assistance

The SCVEDC can immediately help your firm:

- Search available property
- Utilize available incentive and workforce training programs
- Access economic, demographic and real estate information
- Foster positive relationships with city, county, state and federal agencies and officials essential to the economic development process
- Network with the SCV Aerospace & Defense Coalition

### Let's Connect!

Contact SCVEDC today for a free cost comparison study or more detailed information about how the Santa Clarita Valley can position your firm for growth!

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# THE BOTTOM LINE

The Santa Clarita Valley is your high-value, low-cost option in Southern California. The table below shows just a few (of the many) cost savings aerospace and defense companies enjoy in the SCV. Contact SCVEDC for a custom analysis of your potential cost savings.

| Taxes & Fees                   | Comparison Cities     |                                      |                                      |          |  |
|--------------------------------|-----------------------|--------------------------------------|--------------------------------------|----------|--|
|                                | City of Santa Clarita | Los Angeles / SFV                    | Pasadena                             | Glendale | Burbank  |
| <b>Business Taxes</b>          | 0                     | \$1.05-5.28/\$1000 in gross receipts | \$146.86 Base Fee + \$29.17/employee | \$0      | \$31.30 one-time fee; \$96.95 base fee + \$5.80/employee |
| <b>Utility User Tax Rates*</b> |                       |                                      |                                      |          |  |
| Electric                       | 0                     | 12.50%                               | 7.67%                                | 7.00%    | 7.00%  |
| Gas                            | 0                     | 10.00%                               | 7.9%                                 | 7.00%    | 7.00%  |
| Water                          | 0*                    | 0                                    | 8.0%                                 | 7.00%    | 0  |
| Telephone                      | 0*                    | 10.00%                               | 8.28%                                | 6.5%     | 7.00%  |
| Cellular                       | 0*                    | 10.00%                               | 8.28%                                | 0        | 7.00%  |
| Parking Tax                    | 0                     | 10.00%                               | 0                                    | 0        | 12.00%   |

Source: 2018 Kosmont-Rose Study; assumes manufacturing operation

\* Note: Unincorporated areas of Santa Clarita Valley are subject to County Utility Taxes; Pasadena SLATS tax included in electric

# IN GOOD COMPANY

Below is a short list of aerospace and defense companies that call the SCV home.

|  |   |   |
|--|---|---|
|  241 SCV Employees |  180 SCV Employees |  192 SCV Employees |
|  610 SCV Employees |  188 SCV Employees |  210 SCV Employees |
|  265 SCV Employees |  351 SCV Employees |  260 SCV Employees |

# Workforce & Economic Advancement



We work directly with the College of the Canyons to quickly deploy customized training and certification programs in the SCV's aerospace and defense cluster. This rapid response workforce development program ensures SCV employers remain competitive in today's innovation-led economy. Below is a quick summary of the training programs offered in the SCV.

| SCV Aerospace & Defense Cluster Programs                           |
|--|
| • Computer Aided Manufacturing (CAM)                               |
| Mastercam  |
| • Design Software/Computer Aided Design (CAD)                      |
| AutoCAD  |
| CATIA  |
| SolidWorks   |
| • Engineering  |
| Engineering (Associates Degree)                                    |
| • Fast Track Institute (intensive training program)                |
| CNC Machinist  |
| • Information Communication Technologies                           |
| Computer Applications  |
| • Manufacturing Skills   |
| 3D Printing / Additive Manufacturing                               |
| 3D Laser Scanning  |
| Blueprint Reading  |
| APICS Inventory & Scheduling                                       |
| CNC Machining  |
| Geometric Dimensioning & Tolerancing (GD&T)                        |
| Inspection and Measuring Techniques                                |
| IPC A - 610 Certification  |
| IPC J-STD-001 E (S) Certification                                  |
| Laser Welding  |
| Mig / TIG welding  |
| Shop Math  |
| • Leadership, Management & Necessary Skills (Soft Skills) Programs |
| Access to Capital  |
| Business Plan Creation   |
| ITAR Regulations   |
| Leadership Skills  |
| Project Management, Supervisory Skills, and Team Building          |
| Communication and Advanced Negotiation                             |
| • Continuous Improvement   |
| Lean Manufacturing   |
| Six Sigma  |
| • Basic Skills (call for information)                              |



## Low Observable Technician Program

Low Observable or, stealth technology, covers a range of methods and materials used to make aircraft, vehicles, missiles, satellites and ground vehicles less visible to radar. This 170-hour program offers participants the opportunity to be on the cutting edge of the latest low observable technology and learn from Subject Matter Experts currently employed by large aerospace companies.

Virtual Reality simulation allows participants to practice in a controlled environment where they can learn the proper technique and skills to apply this unique mixture all while saving thousands of dollars in material costs.

*Making a 200 Ton Aircraft Disappear is Impossible. Until It's Not.*